

## Message Text

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PAGE 01 STATE 003137  
ORIGIN HUD-02

INFO OCT-01 NEA-10 ISO-00 COME-00 EB-07 OES-06 SS-15  
AGRE-00 LAB-04 SIL-01 HEW-06 TRSE-00 AID-05 NAS-01  
NSF-02 OPIC-06 FAA-00 DOTE-00 ERDA-07 NSC-05 L-03  
/081 R

DRAFTED BY HUD/SFT: AANDREWS  
APPROVED BY NEA/IRN: CNAAS  
HUD/SF: RSTEGALL  
COM/CAGNE: SBLACKMAN  
NEA/IRN: RBEALES

-----070228Z 098482 /71

R 062355Z JAN 77  
FM SECSTATE WASHDC  
TO AMEMBASSY TEHRAN

UNCLAS STATE 003137

E.O. 11652: N/A

TAGS: USIRJC, BEXP, IR

SUBJECT: HOUSING WORKING GROUP

REF: (A) TEHRAN 12899; (B) 308210

1) HUD AND COMMERCE PLEASED WITH ENCOURAGING TONE EMBASSY'S REFTTEL AND APPRECIATE EMBASSY'S EFFORTS TO BREAK STALEMATE. FACED WITH HIATUS AT IRANIAN END AND POSSIBILITY THAT NO WORKING DELEGATE WILL VISIT U.S. IN JANUARY, WE WOULD LIKE TO CONTINUE AS MUCH FORWARD MOVEMENT AS POSSIBLE IN PROGRAM AT THIS END, BUT ARE DEPENDENT ON HELP EMBASSY CAN PROVIDE.

2) HUD WILL ATTEND NAHB SHOW AND SEEK TO STIMULATE INTEREST OF U.S. HOUSING COMPONENT SUPPLIERS IN ENTERING  
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PAGE 02 STATE 003137

IRANIAN MARKET BUT WILL NEED TO HAVE SHOPPING LIST FOR MAXIMUM EFFECTIVENESS.

3) ORIGINAL EQUIPMENT MANUFACTURERS (OEM'S) FACE DIFFERENT MARKETING PROBLEM FROM HOUSING MANUFACTURERS IN APPROACHING MARKET. THEIR INITIAL REQUEST TO US ALWAYS IS FOR NAMES OF U.S. HOME BUILDING OR CONSTRUCTION COMPANIES OPERATING

IN IRAN SO THEY CAN ASSESS MARKET POTENTIAL FROM U.S.  
END. SECONDLY, COMPONENT MANUFACTURERS ASK FOR NAMES OF

IRANIAN COMPANIES WHICH MIGHT REPRESENT THEM OR BECOME  
LICENSEES OR JOINT VENTURE PARTNERS. PREPARATORY WORK  
FOR JANUARY TRADE MISSION MAY HAVE PROVIDED SOME SUCH  
PROSPECTS.

4) PER ANDREWS LETTER OF OCTOBER 22 TO SCHERMERHORNE  
AND MINUTES OF OCTOBER 7 MEETING OF U.S. SECTION WORKING  
GROUP, WE WOULD LIKE TO HAVE EMBASSY'S SUGGESTIONS FOR  
INSTRUCTING INTERESTED FIRMS AS TO HOW BEST TO PROCEED  
INITIALLY IF THEY WANT TO EXPLORE THE IRANIAN MARKET  
PRIOR TO MAKING ON-THE-SPOT SURVEYS.

5) ACTION REQUESTED

-- (A) EMBASSY TO SUPPLY HUD WITH AS MUCH INFORMATION  
-- AS AVAILABLE ON PARA. 2, 3 AND 4 ABOVE NO LATER  
-- THAN JANUARY 19.

-- (B) ADVISE SOONEST WHETHER ONE DELEGATE WILL VISIT  
-- U.S. NAHB IS HOLDING ONE HOTEL ROOM PENDING  
-- WORD FROM US.

-- (C) TO EXPEDITE DELIVERY HUD HERE, PLEASE USE DIRECT  
-- CABLE ARRANGEMENT AUTHORIZED STATE'S 306860.  
KISSINGER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Document Number:** 1977STATE003137  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** AANDREWS  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Message ID:** d764b8dc-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN HUD  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Reference:** 77 TEHRAN 12899  
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**Review Exemptions:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3649379  
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**Status:** NATIVE  
**Subject:** HOUSING WORKING GROUP  
**TAGS:** BEXP, IR, USIRJC  
**To:** TEHRAN  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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